



**Department of Administration / Division of Purchases  
One Capitol Hill, Providence, Rhode Island 02908-5855  
Web Site: [www.purchasing.ri.gov](http://www.purchasing.ri.gov)**

**10 January 2012  
Addendum # 1**

RFP # 7449362

Small Business Exchange (SHOP) Solutions

Submission Deadline: 17 Jan 2012 @ 2:30 PM (Eastern Time)

- All vendor questions submitted in accordance with the solicitation are posted, and answered.
- No further questions shall be entertained.

A handwritten signature in black ink, appearing to read 'Jerome D. Moynihan'.

Jerome D. Moynihan, C.P.M., CPPO  
Assistant Director for Special Projects

## RFI #7449362 Small Business Exchange (SHOP) Solutions

1. Please reconcile bold face print on page 2, 2nd paragraph and later italicized statement concerning making vendor's responses public.

Answer: This is an RFI, no award will be made. Accordingly, no responses to RFI 7449362 will be made available to the public

2. Will the RI Shop need to support a defined contribution?

Rhode Island is exploring defined contribution as an option for small employers. Please provide any information on your ability to support a defined contribution model.

3. Does RI define small as 50 or less or 100 or less?

Currently, RI defines small employers as those with fifty or fewer employees. Federal law requires states to expand this definition to employers with 100 or fewer employees in 2016.

4. Where will interviews be conducted?

In Rhode Island – exact location to be determined.

5. Can you describe the level of interaction occurring between RI and NESCIES for shop exchange?

We anticipate developing a detailed reusability plan for the technology implemented through NESCIES, which will include an analysis of any SHOP functionality developed by NESCIES. This reusability plan will not be available prior to vendor interviews resulting from this RFI.

6. Please provide the estimated number of small businesses that the State feels will provide health benefits through the SHOP exchange

Rhode Island enrollment estimates have been calculated at the employee (not employer) level. Please refer to “Who Goes Where Under Federal Health Reform”, located on the Office of the Health Insurance Commissioner’s website, for estimates of employees:

<http://www.ohic.ri.gov/documents/Insurers/Reports/2011%20who%20goes%20where%20health%20reform/Who%20Goes%20Where%20Under%20Federal%20Healthcare%20Reform.pdf>

This document provides estimates that the state will continue to refine. Please refer to Medical Expenditure Panel Survey for estimates of average group size in Rhode Island.

7. Please provide the estimated number of employees that the State believes will elect health benefits through the SHOP exchange

Please refer to “Who Goes Where Under Federal Health Reform”, located on the Office of the Health Insurance Commissioner’s website:

<http://www.ohic.ri.gov/documents/Insurers/Reports/2011%20who%20goes%20where%20health%20reform/Who%20Goes%20Where%20Under%20Federal%20Healthcare%20Reform.pdf>

This document provides estimates that the state will continue to refine.

8. For both of the above, please provide any forecasting of these enrollment numbers beyond year one.

The estimates documented in responses to the above questions do not account for ramp-up of enrollment over time.

9. Please provide any additional information the State has regarding the estimated volume of transactions within the SHOP exchange.

Please refer to “Who Goes Where Under Federal Health Reform”, located on the Office of the Health Insurance Commissioner’s website:

<http://www.ohic.ri.gov/documents/Insurers/Reports/2011%20who%20goes%20where%20health%20reform/Who%20Goes%20Where%20Under%20Federal%20Healthcare%20Reform.pdf>

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Page: Section: Question:

6	2	<p>With regard to “Past Experience” - Would the State accept a list of references included in this section to demonstrate prior experience since the ‘References’ section of the RFI (Section 8) does not ask for business type references, but rather requests reference documents.</p> <p><u>Answer:</u> Please provide any information the vendor deems appropriate for reference.</p>
6	3	<p>Does the State have any specific technical infrastructure requirements, preferences or guidelines? For example, something similar to the federal government MITA (Medicaid Information Technology Architecture) guidelines, but applicable specifically to Rhode Island.</p> <p><u>Answer:</u> The state is surveying current vendor capacity, and will use the information gleaned from this RFI to develop specific business and technical requirements for the SHOP exchange.</p>
6	3	<p>Is the State considering a standard group model, where employers choose 1 or more plans for the employees and manage the policy, or is the State seeking a contributory model in which the employer defines a contribution but the employee is free to select any plan on the exchange (or considering both)?</p> <p><u>Answer:</u> The state is considering both models and is open to any other business models potential vendors could support.</p>
6	3	<p>With regard to broker involvement, does the State expect broker commissions to be paid on a Per Subscriber Per Month (PSPM), similar to the MA Health Connector or a different model? Also, will these potential commissions be processed by the SHOP exchange?</p> <p><u>Answer:</u> These details are yet to be determined. Rhode Island is interested in understanding vendor recommendations in this area as well as their capacity to process financial transactions of any type.</p>
7	4	<p>If our response would propose that the SHOP solution and Individual Exchange could be one in the same, would the State like to see separate pricing options for the SHOP components, or a blended pricing model based on the operation of the entire exchange? With the space suggested (1 page) this could only be done at a very high level.</p> <p><u>Answer:</u> The state would like to see both separate pricing and a blended model, if possible (space constraints are <i>suggested</i>, not required). RI would like to understand the extent to which separating (or combining) the individual and SHOP exchanges impacts the pricing model.</p>

8	7	<p>With regard to the "Cost Assessment" - Can the State provide benchmark volumes for the pricing estimates based on recent actuarial work performed (# of businesses expected to participate in the SHOP, # of individuals and number of carriers expected to participate?)</p> <p>Please refer to "Who Goes Where Under Federal Health Reform", located on the Office of the Health Insurance Commissioner's website: <a href="http://www.ohic.ri.gov/documents/Insurers/Reports/2011%20who%20goes%20where%20health%20reform/Who%20Goes%20Where%20Under%20Federal%20Healthcare%20Reform.pdf">http://www.ohic.ri.gov/documents/Insurers/Reports/2011%20who%20goes%20where%20health%20reform/Who%20Goes%20Where%20Under%20Federal%20Healthcare%20Reform.pdf</a></p> <p>This document provides estimates that the state will continue to refine.</p>
8	7	<p>Does the State anticipate the vendor to account for broker commissions within the vendor's cost assessment?</p> <p><u>Answer:</u> If applicable, please document broker commissions as a separate line item in the cost assessment.</p>
8		<p>With regard to "Response Protocols" - Is there a requirement that the RFI Response also be saved as a <i>Microsoft Word document</i> for the electronic copies (as opposed to a <i>Portable Document Format, .pdf</i> to preserve formatting and layout.)</p> <p><u>Answer:</u> No requirement - PDFs, .xlsx, .xls, .doc, .docx, .ppt, and .pptx are all acceptable formats for electronic submissions.</p>
8		<p>With regard to printed responses - Does the State have a preference for binding (i.e.: 3-hole punch, stapled etc.?)</p> <p><u>Answer:</u> No preference in binding, however the State would appreciate any effort to respond in an environmentally conscious manner (i.e. single space and double side printing, where possible).</p>

\*\*\*Additional addendum from the State -- the links included in the original RFI at the top of Page 6 should be updated to the following:

"Additional documents for review with background information and context include:

(1) Project Narrative for RI's Exchange Planning Grant:

[http://www.ohic.ri.gov/documents/Health%20Reform%20Exchanges%20/2\\_RI%20Health%20Insurance%20Exchange%20Project%20Narrative.pdf](http://www.ohic.ri.gov/documents/Health%20Reform%20Exchanges%20/2_RI%20Health%20Insurance%20Exchange%20Project%20Narrative.pdf)

(2) Project Narrative for RI's Exchange Establishment One Application:

[http://www.ohic.ri.gov/documents/Grants/3\\_Rhode%20Island%20Exchange%20Establishment%20One%20Project%20Narrative.pdf](http://www.ohic.ri.gov/documents/Grants/3_Rhode%20Island%20Exchange%20Establishment%20One%20Project%20Narrative.pdf)

(3) Project Narrative for RI's Exchange Establishment Two Application:

[http://www.ohic.ri.gov/documents/Establishment%20two/4\\_Rhode%20Island%20Exchange%20Establishment%20Project%20Narrative%20Level%20Two.pdf](http://www.ohic.ri.gov/documents/Establishment%20two/4_Rhode%20Island%20Exchange%20Establishment%20Project%20Narrative%20Level%20Two.pdf)

(4) Governor Lincoln Chafee's Executive Order Establishing RI's Health Benefits Exchange,

9/19/11:

[http://www.governor.ri.gov/documents/executiveorders/2011/Executive\\_Order\\_11-09.pdf](http://www.governor.ri.gov/documents/executiveorders/2011/Executive_Order_11-09.pdf)

(5) Rhode Island Population Insurance Status Projections, 2014 and Beyond

<http://www.ohic.ri.gov/documents/Insurers/Reports/2011%20who%20goes%20where%20health%20reform/m/Who%20Goes%20Where%20Under%20Federal%20Healthcare%20Reform.pdf>

#	Solicitation Reference	Question
1	None	<p>1. Does the state of Rhode Island plan to procure technology only with the upcoming RFP, or will the procurement include both operations and technology?</p> <p>The state has not yet made this determination.</p>
2	<p>The Solicitation states:</p> <ul style="list-style-type: none"> <li>• This is a Request for Information (RFI). No award will be made as a result of this solicitation.... Accordingly, responses received as a result of this RFI will not be made public. (p. 2, paragraph 2).</li> <li>• Respondents are advised that all material submitted to the State of Rhode Island for consideration in response to this RFI will be considered to be public records, as defined in Title 38 Chapter 2 of the Rhode Island General Laws, without exception, and will be released for inspection immediately upon request, once an award has been made. (p. 2, bullet 8).</li> <li>• All information received in response to the RFI and marked as "Proprietary" will be handled accordingly. (p. 8, first paragraph under "Disclaimer.").</li> </ul>	<p>2. Please clarify how the State will treat responses to this RFI, whether a responder must mark information as confidential/proprietary and whether a responder must submit a public copy. If the State issues a subsequent RFP and/or issues an award for a SHOP solution, will responses to this RFI become public?</p> <p>Answer: This is an RFI, no award will be made. Accordingly, no responses to RFI 7449362 will be made available to the public</p>

- 1.) Is Rhode Island DOA and/or OHIC and the associated collaboration partners soliciting HIX-oriented RFX's with various state and local government procurement notification services? Is "checking DOA's Purchasing website" the only mechanism available to notify the vendor community of RFX activity? Are there self-service/email notification services available for RFX activity that we are not aware of?

Answer: The DOA/Purchases website does provide instructions for vendors to register for automatic email notification. However, the responsibility remains with all interested parties to monitor the DOA/Purchases website, on a regular basis , to obtain all related bid information.

- 2.) Please expand upon the desired proposal content you are interested in for Section 8 – References.

Please provide any additional reference material or background information the vendor believes would be useful to the State in informing RI's SHOP business and technology strategies.

- 3.) With a Federal holiday on Monday the 16<sup>th</sup>, and so vendors have an opportunity to review the RFI Q&A and modify responses accordingly, will the State please extend the due date for this RFI to a due date during the week of Jan. 23-27<sup>th</sup>? Thank you in advance for your consideration.

Unfortunately, due to tight federal and state timelines, we are not able to extend the deadline for responses to this RFI. We welcome *any* information vendors are able to submit by the stated deadline, and do not expect that *all* questions posed in the RFI are applicable to every potential vendor.

**END**